



Woodbury County Secondary Roads Department

759 E. Frontage Road • Merville, Iowa 51039
Telephone (712) 279-6484 • (712) 873-3215 • Fax (712) 873-3235

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7/16/13

COUNTY ENGINEER
Mark J. Nahra, P.E.
mnahra@sioux-city.org

ASSISTANT TO THE COUNTY ENGINEER
Benjamin T. Kusler, E.I.T.
bkusler@sioux-city.org

SECRETARY
Tish Brice
tbrice@sioux-city.org

To: Board Members

From: Mark Nahra, County Engineer

Date: July 15, 2013

RE: Pickup Truck and Sport Utility Vehicle Letting

I have reviewed the quotations for a new pickup truck for District 5, Hornick for a new ¾ ton extended cab pickup and recommend the purchase of the Ram 2500 from Billion Motors of Sioux City for \$26,900.00 less the \$7,000 trade in for unit number 56 for a final purchase price to the county of \$19,900.00.

I have reviewed the quotations for a new pickup truck for Engineering Department for a new ½ ton extended cab pickup and recommend the purchase of the Ram 1500 from Billion Motors of Sioux City for \$25,600.00 less the \$3,500 trade in for unit number 102 for a final purchase price to the county of \$22,100.00.

award X
award X

I have reviewed the quotations for a new pickup truck for Engineering Department for a new ½ ton extended cab pickup and recommend the purchase of the Ram 1500 from Billion Motors of Sioux City for \$25,600.00 less the \$8,500 trade in for unit number 102 for a final purchase price to the county of \$17,100.00.

Upon reviewing the bid sport utility vehicles, I noticed not only a larger than anticipated variance in price, but a variance in size of the proposed vehicles offered by the dealers. I discovered an error on the requested quotations for the sport utility vehicle. In my internet search and specification development, I misinterpreted the GMC Terrain as being an equivalent vehicle to the Ford Explorer, for which the dimensions and vehicle configuration were determined. It was the consideration of the high output 4 cylinder engine in a vehicle that appeared like the Explorer that opened the door to the smaller vehicles. The correct GMC alternative vehicle was the GMC Acadia. Only the Chevy Traverse should have been bid as an alternative to the Ford Explorer. The result of the incorrectly listing of vehicles resulted in only one bid for a sport utility vehicle of the intended size class as shown in the rest of the listed specification items. As a result of the quotes not being on the same class of vehicles, I recommend we reject the SUV bids and consider rebidding with a corrected alternative vehicle listing.

Billion Auto, the low bid, did offer an alternative to the SUV bids. They would offer a third 2014 Ram 1500 truck for the same \$25,600 along with the offered trade of \$4,000.00 from their low bid for the SUV for a net price of \$21,600. This truck would be suitable for my use and was offered for the Board's consideration.

I did not consider a pickup truck bid since I frequently carry passengers and need a four door vehicle. Comparing online information, the Explorer and alternative SUV platforms are less costly than a four door, crew cab pickup truck. The low quotation price on the Ram Quad Cab beats all